

Message Text

UNCLASSIFIED

PAGE 01 THE HA 04460 011712Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----023815 020650Z /14

R 011421Z AUG 77
FM AMEMBASSY THE HAGUE
TO SECSTATE WASHDC 1112
USDOC WASHDC
INFO AMCONSUL AMSTERDAM

UNCLAS THE HAGUE 4460

USDOC PLEASE CALL DAVID KATZ, EXTENSION 5373, IMMEDIATELY
ON RECEIPT. ALSO FOR PROJECT OFFICER JIM NADER, ROOM 2322

E.O. 11652: N/A
TAGS: BEXP, BTRA, NL
SUBJECT: FOREIGN BUYER PROGRAM: INTERNATIONAL EXPOSITION FOR FOOD
PROCESSORS (IEFP), CHICAGO, FEBRUARY 12-15, 1978

REF: USDOC 16392

1. WE APPRECIATE DETAILS OF PROPOSED TOUR PACKAGE FOR SUBJECT
EXHIBITION IN REFTEL. HOWEVER, INFORMATION INCOMPLETE. BASED
ON OUR EXPERIENCE, AT LEAST TRANSPORTATION AND HOTEL ACCOMMODA-
TIONS, AS WELL AS OTHER AMENITIES, IF ANY, MUST BE INCLUDED FOR
ENTIRE TRIP IN PACKAGE. THIS IS NECESSARY TO ENABLE POTENTIAL
TRAVELERS TO MAKE DECISION. THEREFORE, DETAILS OF QUOTE
SUPPLEMENTAL TOUR PACKAGES UNQUOTE ARE NEEDED FOR ADEQUATE
PROMOTION OF THIS EVENT.

2. REFTEL WAS ADDRESSED TO AMCONGEN AMSTERDAM AND NOT TO THE
HAGUE. PLEASE NOTE THAT THIS EMBASSY IS RESPONSIBLE FOR SUPER-
VISION OF ENTIRE COMMERCIAL PROGRAM IN THE NETHERLANDS.
FURTHERMORE, UNDER COUNTRYWIDE COMMERCIAL PROGRAM, AMSTERDAM
IS NOT REPEAT NOT INVOLVED IN THIS INDUSTRIAL SECTOR. EXCEPT
IN SPECIFICALLY IDENTIFIED CASES, ALL FUTURE COMMUNICATIONS
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REGARDING THE COMMERCIAL PROGRAM SHOULD BE SENT TO THE HAGUE
WITH INFO COPIES TO OUR CONSULATES GENERAL, AS WARRANTED.

3. FYI: WE NOTE THAT AMERICAN EXPRESS HAS BEEN DESIGNATED BY
THE SUBJECT SHOW PRODUCER AS OFFICIAL TRAVEL AGENT FOR THIS
EVENT. WHILE WE AWARE OF COMPETENCE AND EXTENSIVE FACILITIES
OF AMERICAN EXPRESS, WE BELIEVE THAT IT IS PREFERABLE FOR THE

FOREIGN BUYER PROGRAM (FBP) TO ALLOW FLEXIBILITY TO THE POSTS
IN THE CHOICE OF TRAVEL AGENTS AND OTHER ORGANIZATIONS FOR
ARRANGING BUSINESSMEN'S VISITS TO FBP EVENTS. IN SOME CASES,
COMPETING TRAVEL AGENTS OFFER BETTER AND MORE PRICE-COMPETITIVE
PACKAGES. WHEN SUCH LIMITATIONS AS ABOVE ARE NOT IN EFFECT, WE
HAVE BEEN ABLE TO CHOOSE AMONG SEVERAL OFFERS. AMERICAN EXPRESS
WAS SIMILARLY APPOINTED FOR INTELCOM '77, ATLANTA, GEORGIA
(OCTOBER 9-15, 1977). BEFORE BEING INFORMED WE ALREADY HAD
DISCUSSIONS WITH ANOTHER TRAVEL AGENCY WHICH OFFERED A MORE
ATTRACTIVE PACKAGE. WE LATER DROPPED IT AND WORKED WITH AMERICAN
EXPRESS. HOWEVER, IN VIEW OF LACK OF SUCCESS IN SECURING
ENOUGH TRAVELERS, AMERICAN EXPRESS, AMSTERDAM, HAS INFORMED US
THAT IT WAS DROPPING THE PROJECT. OF COURSE, WE WILL CONTINUE
OUR EFFORTS TO GENERATE INTEREST AMONG APPROPRIATE DUTCH
BUSINESSMEN. END FYI.
MCCLOSKEY

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Message Attributes

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Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 01-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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